

PRODUCERS' QUESTIONNAIRE
CERTAIN STEEL NAILS FROM CHINA AND THE UNITED ARAB EMIRATES

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615-B
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than June 13, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning Certain Steel Nails from China and the United Arab Emirates (inv. Nos. 731-TA-1114 and 1115 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm produced Certain Steel Nails (as defined in the instruction booklet) at any time since January 1, 2004?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()

Phone

()

Fax

Email address

PART I--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose the petition? Please explain.

☐ Support ☐ Oppose ☐ Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in these investigations are affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the U.S Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

☐ Yes ☐ No, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-3. Does your firm produce other products on the same equipment and machinery used in the production of certain steel nails?

☐ No ☐ Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on same equipment and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Certain steel nails	_____	_____	_____
_____	_____	_____	_____

- II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

- II-5. Does your firm produce other products using the same production and related workers employed to produce certain steel nails?

☐ No ☐ Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Certain steel nails	_____	_____	_____
_____	_____	_____	_____

- II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain steel nails?

☐ No ☐ Yes--Name firm: _____

- II-7. Does your firm produce certain steel nails in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____

- II-8. Since January 1, 2004, has your firm imported certain steel nails?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain steel nails in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
AVERAGE PRODUCTION CAPACITY ¹ (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ² of transfers to related firms					
EXPORT SHIPMENTS: ³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). 					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004, 2005, and 2006 below: 					
³ Identify your principal export markets: _____. 					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

- II-11. Other than direct imports, has your firm otherwise purchased certain steel nails since January 1, 2004? (See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.¹

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
CHINA:					
Quantity					
Value					
THE UNITED ARAB EMIRATES:					
Quantity					
Value					
ALL OTHER COUNTRIES:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:²					
Quantity					
Value					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.					

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-12. Please discuss the production method used by your firm to manufacture certain steel nails. If your firm uses more than one method, please also identify the share (in percent) of your production accounted for by each method. In answering, please specify whether or not your firm's production operations are fully integrated or whether they are non-integrated and you start the production process with wire. If your production of certain steel nails is a non-integrated operation, please indicate whether supply of wire has affected production of certain steel nails.

- II-13. Please provide the quantity and value of U.S. shipments of your firm's U.S. production of certain steel nails during 2006:

Type of Nail/Finish	Quantity (<i>short tons</i>)	Value (\$1,000)
Collated:		
Bright (no finish)		
Galvanized		
Other		
Uncollated:		
Bright (no finish)		
Galvanized		
Other		

- II-14. Please provide the principal end use(s) for each of the products reported in II-13 (e.g., common; finishing; drywall; flooring; pallet).

Collated-bright: _____

Collated-galvanized: _____

Collated-other: _____

Uncollated-bright: _____

Uncollated-galvanized: _____

Uncollated-other: _____

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432 or charles.yost@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____
 Phone No. _____ Fax No. _____
 E-mail address _____ Company web address _____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below: _____
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes certain steel nails, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain steel nails, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of certain steel nails from any related company?

☐ Yes--Continue to question III-7 below. ☐ No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of certain steel nails that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

☐ Yes--Continue to question III-9 below. ☐ No--Continue to question III-10 below.

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on certain steel nails); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

☐ Yes ☐ No--please contact Charles Yost at 202-205-3432.

III-10. For each annual and interim period for which financial results are reported in question III-11, please attach a separate schedule that identifies the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's certain steel nails operations.

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on certain steel nails.--Report the revenue and related cost information requested below on the certain steel nails operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost at (202) 205-3432 before completing this section of the questionnaire.

(Quantity in short tons, value in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2006	2007
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

PART III.--FINANCIAL INFORMATION--Continued

III-12. **Certain steel nails: Asset values.**--Report the total assets associated with the production, warehousing, and sale of certain steel nails. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. If applicable, your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Value of assets associated with the production, warehousing, and sale of certain steel nails:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. All other current assets			
E. Total current assets (lines 1.A through 1.D)			
2. Non-current assets			
A. Property, plant, and equipment (PPE) at cost			
B. Less: Accumulated depreciation			
C. Equals: Book value of PPE			
D. All other non-current assets			
Total non-current assets (lines 2.C and 2.D)			
3. Total assets (total current and non-current)			
C. Equals: Book value of property, plant, and equipment			
5. Goodwill			
6. Other (describe _____)			
7. Other (describe _____)			
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)			

PART III.--FINANCIAL INFORMATION--Continued

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on certain steel nails. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2006	2007
Capital expenditures					
Research and development expenditures					

III-14. Since January 1, 2004, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain steel nails from China or the United Arab Emirates?

☐ No

☐ Yes--My firm has experienced actual negative effects as follows:

Cancellation, postponement, or rejection of expansion projects ☐

Denial or rejection of investment proposal ☐

Reduction in the size of capital investments ☐

Rejection of bank loans ☐

Lowering of credit rating ☐

Problem related to the issue of stocks or bonds ☐

Other (specify) _____

III-15. Does your firm anticipate any negative impact of imports of certain steel nails from China or the United Arab Emirates?

☐ No

☐ Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Steve Trost (202-205-3220 or steven.trost@usitc.gov).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2004-March 2007:

Product 1.—3" by 0.131" bright smooth, plastic-strip collated nails

Product 2.—3" by 0.120" bright smooth, plastic-strip collated nails

Product 3.—2 $\frac{3}{8}$ " by 0.113" bright screw and ring shank nails, plastic-strip collated

Product 4.—3 $\frac{1}{4}$ " by 0.148" 16D smooth vinyl-coated sinkers, bulk

Product 5.—2" by 0.113" bright drive screw, machine quality pallet nails, bulk

Product 6.—2" by 0.099 bright, drive screw, wire-welded collated in coils

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-A.--PRICE DATA--Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm.

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐ Product 5 ☐ Product 6 ☐

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value ²
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		
July-September		
October-December		
2007:		
January-March		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B.--PRICE-RELATED QUESTIONS**

- IV-B-1. Please describe how your firm determines the prices that it charges for sales of certain steel nails (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- IV-B-3. What are your firm's typical sales terms for its U.S.-produced certain steel nails (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic certain steel nails usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

- IV-B-4. Approximately what share of your firm's sales of its U.S.-produced certain steel nails in 2006 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

- IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced certain steel nails?

Source	Share of 2006 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of certain steel nails that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's certain steel nails?

- ☐ Northeast ☐ Mid-Atlantic ☐ Midwest ☐ Southeast
- ☐ Southwest ☐ Rocky Mountains ☐ West Coast ☐ Northwest
- ☐ National ☐ Other (describe) _____

IV-B-10. Describe the end uses of the certain steel nails that you manufacture. For each end-use product, what percentage of the total cost is accounted for by certain steel nails?

<u>End use</u>	<u>Share of total cost accounted for by certain steel nails (percent)</u>
_____	_____
_____	_____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-11. (a) Please list in order of importance any products that may be substituted for certain steel nails.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for certain steel nails?

☐ No ☐ Yes--To what degree do changes in their prices affect the price for certain steel nails? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain steel nails or final end use?

IV-B-12. How has the demand within the United States (and outside the United States if known) for certain steel nails changed since January 1, 2004? What principal factors affect changes in demand?

☐ Increased ☐ Unchanged ☐ Decreased

IV-B-13. Have there been any significant changes in the product range or marketing of certain steel nails since January 1, 2004?

☐ No ☐ Yes--Please describe.

IV-B-14. Does your firm sell certain steel nails over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of certain steel nails in 2006 accounted for by internet sales.

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-15. Are certain steel nails produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	United Arab Emirates	Other countries
United States				
China				
United Arab Emirates				

¹ For any country-pair producing certain steel nails which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-16. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between certain steel nails produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	United Arab Emirates	Other countries
United States				
China				
United Arab Emirates				

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of certain steel nails, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for certain steel nails during 2004-2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain steel nails that each of these customers accounted for in 2006.

No.	Customer's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2006 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2004: To avoid losing sales to competitors selling certain steel nails from China or the United Arab Emirates, did your firm:

Reduce prices ☐ Yes ☐ No

Roll back announced price increases ☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your initial price quotation

Quantity involved

Your initial **rejected** price quotation (total delivered value)

Your **accepted** price quotation (total delivered value)

The country of origin of the competing imported product

The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>short tons</i>)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value-- dollars)

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2004: Did your firm lose sales of certain steel nails to imports of these products from China or the United Arab Emirates?

☐ Yes

☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your price quotation

Quantity involved

Your rejected price quotation (total delivered value)

The country of origin of the competing imported product

The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>short tons</i>)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)

PART V.--ALTERNATIVE PRODUCT--TRADE AND RELATED INFORMATION

V-1. **COMPARABILITY OF STEEL ROOFING NAILS AND CERTAIN STEEL NAILS.**—Since January 1, 2004, has your firm produced steel roofing nails?

☐ No

☐ Yes--Please describe the differences and similarities between steel roofing nails and certain steel nails with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

V-2. **Does your firm produce steel roofing nails?**

☐ No

☐ Yes--Please indicate the amount of steel roofing nails you produced in 2004-06.

2004 _____ short tons

2005 _____ short tons

2006 _____ short tons